



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, September 3, 2015 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES APPROVED: 10/01/2015

MEMBERS PRESENT

Tim Riale, Sussex County, Professional Member, Chairperson, Presiding
Tom Burns, Kent County, Professional Member, Vice Chairperson (9:37 a.m. – 10:11 a.m.)
Barbara Brodoway, New Castle County, Public Member
Debbie Oberdorf, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Denise Tatman, Sussex County, Public Member
Elaine Woerner, New Castle County, Professional Member

MEMBERS ABSENT

Donna Klimowicz, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

ALSO PRESENT

Dee Henderson Hake, Keller Williams
Shirley Kalvinsky, Jack Lingo

CALL TO ORDER

Mr. Riale called the meeting to order at 9:41 a.m.

The Committee welcomed Debbie Oberdorf and Denise Tatman. Mr. Riale suggested that the new Committee members become familiar with the Education Guidelines and Regulations.

Other Business before the Committee (for discussion only)

Mr. Riale reminded the Committee that Committee business should only be discussed during the regularly scheduled meetings, and any decisions that are made by the Committee should not affect professional/business relationships with one another outside of the committee meetings. Additionally, Mr.

Riale advised the Committee that volunteerism for coffee and donuts is not a requirement of the Committee, and the solicitation should cease.

UNFINISHED BUSINESS

Presentation from Shirley Kalvinsky Regarding Recommendations of Allocation of Hours for Pre-Licensing and Broker's Courses

Ms. Kalvinsky addressed the Committee regarding the correspondence she previously submitted, which was reviewed during the August 6, 2015 meeting, regarding the allocation of hours for the pre-licensing and broker's courses.

Ms. Kalvinsky requested that the Committee consider recommending to the Commission, that the allocation of hours for the Broker's Course be removed. She reported that she met with other instructors, and they felt as though the hours do not coincide with the material. Ms. Kalvinsky reported that the current Education Guidelines for the broker's pre-licensing course, designate three hours for the math portion, and math is the weakest area in real estate. Additionally, Ms. Kalvinsky reported that the questions are similar for the pre-licensing exam, as well as the broker's exam, with the exception of a limited broker's related questions.

Mr. Burns applauded Ms. Kalvinsky's attempt to address the issue at hand, and voiced his support in Ms. Kalvinsky's Suggestions. Ms. Kalvinsky inquired as to the process of what would be needed to remove the required hours for the Broker's pre-licensing course, and for the instructors to have the authority to teach the course as they felt is necessary (while still maintaining the 99 hour requirement). Ms. Kelly advised Ms. Kalvinsky, that the Commission updated the requirements for the broker's course, within the last three years, and if the Commission accepted any recommendations, a regulatory change would be required.

Mr. Riale suggested that if the Committee is going to recommend any changes, a solution should be brought forth, with the suggestion for the Commission to consider. The Education Committee will discuss the suggestion further, during their next regularly scheduled meeting.

REVIEW OF MINUTES

Ms. Woerner moved, seconded by Ms. Brodoway, to approve the August 6, 2015 minutes with changes. Motion unanimously carried.

NEW BUSINESS

Update from the Commission

Ms. Williams advised the Committee that the Commission accepted all of the Committee's recommendations from the August 6, 2015 meeting.

Review of Course Provider Applications

Ms. Woerner moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of REALTORS® School

Course Title: 15 Things Real Estate Licensees Should Not Do

Approved

Credit Hours: 3.0

Module: 7

Course Provider: Central Delaware Real Estate Academy

Course Title: Real Estate Pre-Licensing Course

Approved

Credit Hours: 99.0

Course Title: Delaware School of Real Estate

Course Title: Legislative Landmines **Approved**

Credit Hours: 3.0

Module: 5

Course Title: Practical Tips for Listing Agents **Approved**

Credit Hours: 3.0

Module: 6

Course Title: Quirks in Real Estate **Approved**

Credit Hours: 3.0

Module: 6

Course Title: Long & Foster Institute of Real Estate

Course Title: Buyer Representation and Contracts **Approved**

Credit Hours: 3.0

Module: 3

Course Title: Buyer Representation and Forms **Approved**

Credit Hours: 3.0

Module: New Licensee Module 2

Course Title: Ethics, Practically Speaking **Approved**

Credit Hours: 3.0

Module: 2

Course Title: Ethics, Practically Speaking **Approved**

Credit Hours: 3.0

Module: New Licensee Module 1

Course Title: FHA Foreclosure Program **Approved**

Credit Hours: 3.0

Module: 6 or 7

Course Title: Helping Seller Clients Make Better Decisions **Approved**

Credit Hours: 3.0

Module: 7

Course Title: Mastering the Art of the Short Sale **Approved for 3 hours only, not 6 hours as requested**

Credit Hours: 3.0

Module: 7

Course Title: Seller Representation and Contracts **Approved**

Credit Hours: 3.0

Module: 3

Course Title: Seller Representation and Forms **Approved**

Credit Hours: 3.0

Module: New Licensee Module 3

Course Title: Ultimate Real Estate Professionalism **Approved**

Credit Hours: 3.0

Module: New Licensee Module 4

Course Title: Ultimate Real Estate Professionalism **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: McKissock, LP

Course Title: Delaware Core Module 1 – Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Delaware Core Module 2 – Professional Standards **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Delaware Core Module 3 – Real Estate Documents **Denied – No Clocking Mechanism**
Credit Hours: 3.0
Module: 3

Course Title: Delaware Core Module 4 – Office Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Delaware Core Module 5 – Legislative Issues **Denied – Vague Outline**
Credit Hours: 3.0
Module: 5

Course Title: Delaware Core Module 6 – Practices of Real Estate **Approved**
Credit Hours: 3.0
Module: 6

Course Provider: New Castle County Board of REALTORS ®

Course Title: Credit 101 **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Omega Real Estate School

Course Title: Legislative Issues **Approved**
Credit Hours: 3.0
Module: 5

Course Provider: OnCourse Learning, dba Career WebSchool

Course Title: Green Home Construction **Approved**
Credit Hours: 6
Module: 7

Course Provider: Real Estate Institute of Delaware

Course Title: Code of Ethics The Way We Do Our Business **Approved**
Credit Hours: 3.0
Module: 2

Course Provider: The CE Shop, Inc.

Course Title: REALTOR Code of Ethics Training **Approved**
Credit Hours: 3.0

Module: 2

Course Title: Client Advocacy in Commercial Real Estate **Approved**
Credit Hours: 3.0
Module: 6 or 7

Course Title: Investment Strategies in Commercial Real Estate **Approved**
Credit Hours: 3.0
Module: 6 or 7

Review of Instructor Applications

Ms. Woerner moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

James Butler, Sr. **Approved**
Continuing Education: Module 7 – How to Buy FHA Foreclosures; Property; Auction Marketing

Robert Fleck **Approved**
Continuing Education: Modules 1 – 6

Robert Watlington **Approved for Module 7 Only, Not New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; and Pre-Licensing Course as Requested**
Continuing Education: Module 7

Lester Albright **Approved**
Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker's Course: Financing; Mathematics

Gary Dodge **Approved**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1; 3 – 7

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Ethics

Marian Eiermann **Approved for Module 7 Only, Not New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Pre-Licensing Course; and Broker's Course as Requested**

Continuing Education: Module 7 – Negotiating Home Inspections, Contracts, Bringing Settlement to Table

UNFINISHED BUSINESS

Review Previously Tabled Instructor Application for Kimberly Grim

Ms. Woerner moved, seconded by Ms. Price, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Kimberly Grim **Approved for Module 7 Only; Not Module 6 as Requested**
Continuing Education: Module 7 – Navigating 2015 & Beyond; Guiding Homebuyers; Current Mortgage Programs & Topics

NEW BUSINESS

Discussion Regarding Guidelines for Online Pre-Licensing Courses

The Committee discussed the endeavor of drafting guidelines for online pre-licensing courses, as tasked by the Commission. Some members of the Committee voiced that they are in favor of online pre-licensing courses, while others are opposed. Mr. Riale, Ms. Woerner, Ms. Oberdorf, Ms. Price, and Mr. Rushe, are not in favor of allowing online pre-licensing courses; while Ms. Brodoway and Ms. Tatman are in favor of allowing online pre-licensing courses. Ms. Williams will contact The CE Shop, Inc. to see if it is possible to have a test log-in for the Committee members to get a better understanding of the format for online pre-licensing courses. Mr. Riale advised the Committee that the Commission tasked the Committee with establishing guidelines for online pre-licensing schools, and additional information will be forthcoming. Ms. Williams will reach out to the Department of Education, in order to determine their process for the approval of an online school.

Discussion Regarding Intermediate or Advanced Difficulty Level Requirement for Online CE's

Ms. Williams suggested that prior to establishing requirements for difficulty levels for online CE's, that the Education Committee members complete the different online courses, with different difficulty levels. She will provide the Committee with a test log-in for McKissock courses. The Committee will continue their discussion regarding the requirement of an intermediate or advanced difficulty level for online CE's, during their next regularly scheduled meeting.

CORRESPONDENCE

There was no correspondence.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

PUBLIC COMMENT

There was no public comment.

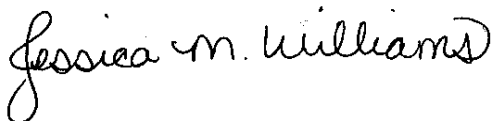
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, October 1, 2015 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Ms. Brodoway moved, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:55 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II